

Message Text

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ACTION NEA-10

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R 130800Z JAN 77

FM AMEMBASSY SANA

TO SECSTATE WASHDC 93

AMCONSUL MILAN

USDOC WASHDC

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USDOC FOR CAGNE

E.O. 11652: N/A

TAGS: EIND, YE

SUBJECT: COMMUNICATIONS CONTRACTS IN THE YAR

SUMMARY: THREE TRADE OPPORTUNITIES OPENING UP IN TELECON FIELD.

INFORM GTE AND TELECONSULT.

1. DEPMIN COMMUNICATIONS, AL-ANSI, INFORMED EMBASSY THAT THE YARG IS PLANNING TO LET TWO CONTRACTS IN THE COMMUNICATIONS FIELD. THE FIRST IS A MICROWAVE RELAY SYSTEM FOR COMMUNICATION BETWEEN THE MAJOR CITIES AND TOWNS IN THE YAR, THIS IS LONG-TERM PROJECT WITH GOVERNMENT LOOKING FOR FUNDING FROM OIL-RICH STATES. THE SECOND IS SHORT-TERM PROJECT TO UPGRADE AND IMPROVE THE EXISTING TELEPHONE SYSTEM. YARG HAS ALLOCATED ITS OWN FUNDS TO DO THIS QUICKLY. YARG IS ALSO CONSIDERING A THIRD CONTRACT FOR MANAGEMENT OF INTERNAL TELECOM SYSTEM. AL-ANSI SAID THAT EXTERNAL TELECOM WILL PROBABLY BE IN HANDS OF CABLE AND WIRELESS UNTIL 1980.

2. AFTER REVIEW OF EARLIER ITU STUDY OF COMMUNICATIONS IN THE YAR, AL-ANSI STATES THAT THE MICROWAVE PROJECT WILL BE FUNDED FOR APPROXIMATELY \$30 MILLION. ALTHOUGH THIS IS SCALED-DOWN
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VERSION OF ORIGINAL ITU STUDY, PROJECT WILL BE MAJOR EXPANSION OF SYSTEM UNDER NEW FIVE YEAR PLAN. FINAL TOUCHES ON REVISIONS BEING DONE

NOW BY ITU IN GENEVA. THE COMPANIES PREVIOUSLY INVOLVED IN PROPOSALS FOR THIS PROJECT ARE TELECONSULT, GTE, AND CABLE AND WIRELESS. ACCORDING TO AL-ANSI, THE CONTRACT WILL BE AWARDED FOR THE ENTIRE PROJECT. MANAGEMENT SEGMENT MAY BE ADDED ON AS A

SPEARATE CONTRACT. AL-ANSI IS WAITING FOR PROPOSALS FROM THESE COMPANIES BEFORE A FINAL DECISION IS MADE ON THE PROJECT. HE FURTHER EMPHASIZED THAT CABLE AND WIRELESS DOES NOT HAVE A MONOPOLY OR SPECIAL INROAD IN THE COMMUNICATIONS FIELD IN THE YAR. EMBASSY BELIEVES THAT IT WOULD BE TO THE BENEFIT OF TELECONSULT AND GTE TO GET NEW PLAN FROM ITU AND THEN SEND THEIR RESPECTIVE REPRESENTATIVES TO THE YAR TO DISCUSS THEIR PROPOSALS WITH AL-ANSI AS SOON AS POSSIBLE.

3. THE PROJECT TO IMPROVE THE TELEPHONE SYSTEM IN THE YAR WILL BE FUNDED FOR APPROXIMATELY FOUR MILLION US DOLLARS. THE GENERAL THRUST OF THIS PROGRAM IS TO IMPROVE THE EXISTING TELEPHONE SERVICE BETWEEN THE MAJOR CITIES AND TO EXPAND SERVICE TO OTHER CITIES AND TOWNS. THE PLANS FOR THIS INCLUDE THE USE OF COAXIAL CABLES, DIRECT DIALING BETWEEN CITIES, NEW EQUIPMENT, AND THE UPGRADING OF EXISTING EQUIPMENT. AL-ANSI SAYS THAT PROVIDERS OF EXISTING EQUIPMENT (E.G. SIEMENS) HAVE INSIDE TRACK. WE DO NOT YET HAVE DETAILS THESE CONTRACTS.

4. GTE AND TELECONSULT MAY BE INTERESTED TO KNOW THAT EMBASSY HAS INVITED AL-ANSI TO VISIT US AS LEADER GRANTEE. HE SHOULD BE CONTACTED IN U.S. ALSO, BOTH COMPANIES SHOULD KNOW THAT WHILE JAGHMAN IS OUT OF GOVERNMENT JOB, HE HOPES CONTINUE TO PUSH TELECOMMUNICATIONS AND U.S. COMPANIES HERE.

5. NEA/ARP PLEASE PASS CONTENTS PARAS 2, 3, AND 4 TO TELECONSULT.

6. AMCONSUL MILAN PLEASE PASS CONTENTS PARAS 2, 3 AND 4 TO GTE.
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SCOTES

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INFORM GTE AND TELECONSULT.
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To: STATE MILAN
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